

Message Text

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PAGE 01 LAGOS 10374 221045Z
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C O N F I D E N T I A L LAGOS 10374

E.O. 11652: GDS
TAGS: BENC, NI
SUBJECT: MAJOR PROJECT: PIPELINE COMMUNICATIONS SYSTEM FOR
NATIONAL PETROLEUM CORPORATION

REF: (A) LAGOS 078689, (B) STATE 209340

1. CONTRACTS FOR ENGINEERING AND HARDWARE FOR THE PIPELINE TELECOMMUNICATIONS SYSTEM FOR THE NATIONAL PETROLEUM CORPORATION HAVE NOT YET BEEN AWARDED. THE CONTRACT WAS DIVIDED INTO TWO CELLS, ENGINEERING CELL AND HARDWARE CELL AND THE DEADLINE FOR SUBMISSION FOR PROPOSALS WAS FEBRUARY 15. HOWEVER, THERE HAS BEEN A TREMENDOUS AMOUNT OF CONFUSION OVER WHAT PROPOSALS WERE TO HAVE ENTAILED. INITIALLY THE NATIONAL PETROLEUM CORPORATION SUGGESTED THAT BIDDERS SHOULD MAKE SUBMISSIONS ON THE WHOLE PROJECT, CONSULTANCY/DESIGN/INSTALLATION. LATER, CONTRACT WAS DIVIDED INTO TWO SEPARATE SECTORS, ENGINEERING AND HARDWARE.

2. IN ENGINEERING, THE FOLLOWING AMERICAN COMPANIES BID: MORCOM, TELECONSULT, TELCOM, TCAS AND TAI. IN HARDWARE SECTION FOUR COMPANIES BID, THREE OF WHICH WERE AMERICAN: BECHTEL, PAGE EUROPA AND AERONEUTRONIC FORD. THE LATTER OF THESE COMPANIES, AERONEUTRONIC FORD, HAS WITHDRAWN FROM NIGERIA. WE DON'T KNOW, HOWEVER, WHETHER THE COMPANY HAS WITHDRAWN FROM THE COMPETITION.

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3. ACCORDING TO SOURCES IN NNPC, IT SEEMS AS IF THERE IS DISAGREEMENT OVER WHETHER CONTRACT FOR ENGINEERING SHOULD BE AWARDED TO TCAS OR TELECONSULT. THE GENERAL MANAGER SEEMS TO BE BEHIND AWARDED THE CONTRACT TO TCAS BUT THIS HAS CREATED

STIFF OBJECTIONS BY OTHER MEMBERS OF THE TENDER BOARD.

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